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1/1/87 29

E X 295



14 January 1987

Dear [REDACTED]

Congratulations on your award!

Attached is our latest effort. Please do not take it as our last. We are working for lower prices -- as promised and believe we can get them. Be patient, please.

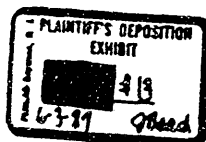
I have circled those items where we are already under your quotes to me of 8 January.

Our sources were astounded at your quotes: "ridiculous to nuts". In some cases they assert that your quotes are below factory prices for brand new production. We have a real question as to whether your old suppliers are truly offering new equipment. For example, in case of [REDACTED] please see our range of quotes.

We are above your prices but notice the types. Can your supplier really provide the [REDACTED]

Our suppliers, with seeming sincerity, point to this weapon -- which they handle all the time -- as an example where the "competition can't be right".

Incidentally, our sources believe we are obtaining these weapons from your list for Arab nations; hence security is being maintained, as you would wish.



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In the case of [REDACTED] of Chinese origin, Defense and Foreign Affairs lists the price at \$260 for [REDACTED] \$230 for [REDACTED]

With regard to the three clarifications still sought:



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IMPLACATION

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Please help us clarify these. It is slowing up  
process of obtaining lower quotes.

Warm regards

3 incl a/s

Note for GMT File: Incl. w/ pictures and text of  
three items.

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